

TRENDS

Tire Industry News

Editor: Bob Bignell

Issue 1603

Inside this issue...

**ATS Course
October 2016**

**OTDA Winter
Conference
7 Night Caribbean Cruise
Sunday January 8, 2017**

**Next TDAC National
Trade Show &
Conference Toronto
2018**



www.otda.com

OTDA | Ontario Tire
Dealers Association

President: Mike McClory

RECLAIM. RECYCLE. REUSE. REPURPOSE.

Liberty Tire Recycling is the premier provider of tire recycling services in Canada. By reclaiming discarded tires, Liberty Tire annually transforms millions of tires into raw materials for smart, sustainable products that improve people's lives.



With innovative tools, technologies and processes, Liberty Tire is a revolutionary North American conservation enterprise – from coast to coast, and from whole tire to end product.



Ontario

Brantford • Brunner • Ottawa • Toronto

1-800-387-8473 • www.libertytire.com

President's Message



With the heat wave we are having this September it's hard to think of trading our sandals in for boots, but with that comes the anticipated changeover from summer to winter tires. My official OTDA forecast is that we will indeed have a winter this year. Many of our members laced up the golf shoes in June and participated in our annual fundraiser and charity golf classic. Once again we had a sell out with 150 industry peers participating, networking and raising money for the association and charity. This event has raised hundreds of thousands of dollars for charities through our member's generous support. A big shout out to Eric,

Jenna and Chris Gilbert for organizing the day. A success like this takes a champion. Thanks Eric.

We continue to work on your behalf on the scrap tire front. Now that Bill 151 has passed, we divide our attention between the current program and input on the development of a new one. On many fronts, there are very successful components for us to build on. This will not happen overnight, so we need your support. Our work here benefits everyone in the industry, so take the time today to tell a friend about some of the benefits of becoming a member of OTDA. If you need help with this, give me a call or Bob at our office. It's always good to hear from a member.

Our Winter Conference has record registration, but we welcome more. We are conducting our first ATS course in Eastern Ontario. See registration for the upcoming course at Algonquin College. We are in the early stages of planning for our national Tire Dealers Association of

Canada conference and trade show for 2018. We will hold this event in Toronto. Keep your eye out for more on this on our website or the next issue of Trends.

It seems that we always have plenty on our plate, but we hope that we are pointing our resources in the right direction. We are always looking for your input.

TRENDS

Tire Industry News

Please take note to use the correct current address
as listed below!

Please take note to use the correct current address as listed below!

Administrative Office

22 John Street
Box 516
Drayton, ON N0G 1P0
Canada
Phone: 888-207-9059
Fax: 866-375-6832
email: bbignell@otda.com
web: www.otda.com

Billing Office

Suite 3-148, 3350 Fairview St.,
Burlington, Ontario L7N 3L5
Canada

Printer

Nethercott Press Inc.
1001 Dundas St. PO Box 1602
Woodstock, Ontario N4S 0A8
Canada
Phone: 519-537-3082
Fax: 519-537-7253
email: info@nethercottpress.com
web: nethercottpress.com

INDEX

1	Cover - Coming Events
3	President's Message
4	Member's Page
6	Directors Page
9	Treadlines
10	Treadlines
13	Fundraiser/Charity Success
14	Fundraiser/Charity Success
19	Treadlines
20	Apps to Help You Work Smarter
21	ATS Registration Form
23	OTDA Winter Conference
24	Tire Sales, Repair & Maintenance in Canada
27	WHMIS 2015
28	WHMIS 2015
30	WHMIS 2015

ADVERTISERS

2	Liberty Tire Recycling Canada
5	Odessa Canada Inc.
7	Counteract Balancing Beads
8	Import Export Probec
11	Prema Canada
12	Emterra
15	Carlisle Canada
16	Westlake Tires
17	Westlake Tires
18	Que-Mont Equipment Inc.
22	Tech International
25	Bridgestone Canada
26	Martins Industries
29	Toyo Tire
31	Federated Insurance
32	Hofmann

ODESSA

CANADA INC.

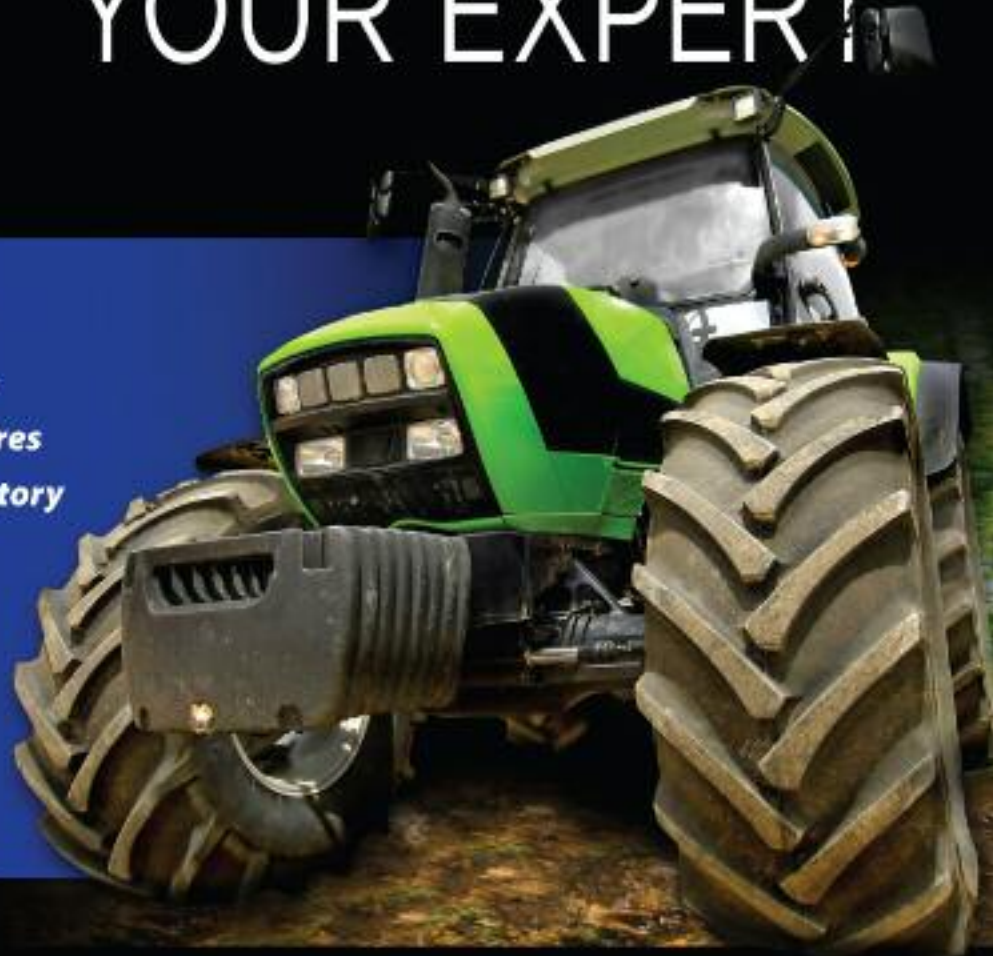
YOUR PARTNER YOUR EXPERT

YOUR PARTNER FOR:

- *Best-in-class customer service*
- *Complete range of specialty tires*
- *Wide variety of on-hand inventory*

YOUR EXPERT FOR:

- *Rapid and accurate technical support*
- *Complete warranty services*



ODESSA CANADA – EVERYTHING YOU NEED IN SPECIALTY TIRES
800.363.8337 | odessacanada.com | 5



“YOUR STRENGTH IS IN OUR NUMBERS”

The OTDA is recognized by industry and government as the representative body of the Independent Tire Dealers of Ontario.

OTDA DIRECTORS

Mike McClory	President	Remco Tire Distributors
Harold Boake	Vice-President	Steelcase Tire
Rejean Murray	Secretary	OK Tire Service (Val-Rita)
Glenn Warnica	Treasurer	Bast Tire
Jim Taleporos	Education & Training	Midas Canada Inc.
Bruce Barnim	Health & Safety	TireCraft Ontario
Richard Bender	Marketing/Promotion/Events	Tire Discounter Group
Alexa Labrecque	Member Benefits	Provincial Tire Distributors
Dwight Rose	Membership Development	OK Tire Store (Brantford)
Don Frisby	Committee Support	Frisby Tire Co. (1974) Limited
Ron Spiewak	Committee Support	Northumberland Tire Sales
Paul Hyatt	Committee Support	Superior Tire & Auto
Eric Gilbert	Director-at-Large	Ericway Tire
Ron Waites	Director - Consultant	OTDA
Bob Bignell	Executive Director	Veritech Mfg. & Wholesale Inc.

MARK YOUR CALENDARS

OTDA Winter Conference -7 Night Caribbean Cruise - Sunday January 8, 2017

TDAC National Trade Show & Conference - 2018 - Toronto

Counteract

Counteract Balancing Beads are the only tire and wheel balancing system in the world proven to improve fuel economy in 2 separate TMC and SAE type II tests.



Accept No Substitutes
Due to our patented electrostatic technology, Counteract is the only balancing product that stays in the balanced position even when the vehicle stops and starts. This advantage allows Counteract to provide an automatic readjusting trouble-free lifetime balance of the tire and complete wheel assembly, for all wheel positions.

Curious about how much Counteract to put in a tire? Visit howmuchcounteract.com and try our online calculator or download our handy app.



The Counteract Stud Cleaning Tool



Allows you to clean the full length of the thread on 10 wheel studs in 3 minutes or less.

The award winning Counteract Stud Cleaning Tool is available in a range of sizes to fit most commercial studs from 12 to 39.6mm



To watch the tool in action visit www.studbrush.com

Now Available the Counteract Stud Cleaning Tool Dealer Kit



Our two most popular tools and 7 different size brushes, safety goggles and 1/4" adapters.

For more information on any of our Counteract products visit www.counteractbalancing.com
519 837 3331
800 572 8952



IMPORT-EXPORT
PROBEC
 INTERNATIONAL INC.

CALL NOW!
 1 800 463-2547
 1 450 641-1125
 PROBEC-INTL.COM

NEW ONTARIO DISTRIBUTORS
WANTED!

CALL TERRY COLEMAN
(647-477-5219)
 FOR ALL THE
 ADVANTAGES OF
 BECOMING A PROBEC
 DISTRIBUTOR!



RADIAL: TR-643
 ALPINA TYRE
 TRIANGLE
 KENDA
 WDV VELOCITY



BIAS: K-505
 DURO
 KENDA
 LOUISSTAR
 WJ JOURNEY



BEARCLAW OCEANUS MARS
 KENDA WANDA TYRE ROADGUIDER DURO



AG
 starmaxx TREADURA



OTR
 ARMOUR DURATOUGH



FLOTATION
 ALPINA TYRE starmaxx MULTISTAR



LIGHT TRUCK
 MULTIRAC MT



TRUCK
 TRIANGLE FULLRUN

EXCLUSIVE CANADIAN DISTRIBUTOR FOR
EUROTUBE AND ALPINA

Treadlines

ONTARIO MINISTRY OF THE ENVIRONMENT AND CLIMATE CHANGE 07/06/2016

Press release

Distributed by Public on 07/26/2016

13:11

Toronto Company Fined \$30,000 For Non-compliance

Toronto - City View Bus Sales and Service Ltd. and company director, Lorenzo D'urso pleaded guilty to a total of seven offences and were fined \$30,000 for failing to submit Steward's Reports and Steward Fees, and for not ensuring the company was in compliance, contrary to the Waste Diversion Act (WDA).

The company imports different types of buses from the United States and Europe and operates in Toronto. Mr. D'Urso is the Director of the company. The company submitted their steward registration form as an importer of new tires into Ontario. Under the rules for stewards, the company is required to submit a report on or before the last day of the calendar month. No report was submitted by the company for the months for numerous months.

The company is also required to submit a fee on or before the last day of the calendar month. Monthly reports submitted by the company identified a fee that was required to be remitted to Ontario Tire Stewardship in the amount of \$5,002.24.

Subsequently, the matter was referred to the Ministry's Investigation and Enforcement Branch. Following an investigation, the defendants were convicted.

The company was convicted of six offences, was fined \$25,000 plus a victim fine surcharge of \$6,250 and was given two years to pay the fine. Mr. D'urso was convicted of one offence, was fined \$5,000 plus a victim fine surcharge of \$1,250 and was given two years to pay.

RMA Forecasts Increase in 2016 US Tire Shipments

by Tire Review Staff - March 10, 2016

The Rubber Manufacturers Association is predicting total U.S. tire shipments will surpass 315 million units in 2016. Steady economic improvement, low fuel prices and increases in miles traveled should create favorable conditions for growth in 2016, RMA said.

According to the forecast, original equipment passenger and light truck shipments are expected to see the largest percentage increase, raising 2.7% and 1.8% respectively. OE passenger tire shipments are estimated to reach 51.1 million and OE light truck shipments may reach 4.5 million, the RMA reported.

Replacement passenger tire shipments are expected to hit a record number with 206.8 million shipments anticipated in 2016.

Replacement light truck will see a slight increase of 0.3% to 29.2 million shipments, the RMA said. Additionally, replacement commercial truck tire shipments are expected to increase by 1.1% to 18.1 million.

OE commercial truck tire shipments are expected to decrease by 2.9%

Wingert, Michael:



Passed away peacefully on Sunday, May 22, 2016 at the age of 74. Beloved husband of the late Diane (nee Schnurr). Loving father of Kimberley Wingert, Catherine Adams (Jim), Michael Wingert (Monica), David Wingert (France) and Beth Van Cromvoirt (Lee) Cherished grandpa of 11 grandchildren. Dear brother of Marianne Hoegler. Beloved son of the late Barbara and John Wingert Mike was the long time owner of

Dettmer Tire, Kitchener. He enjoyed spending time at the cottage surrounded by family and friends.

Dealer Tire Sells Canadian Subsidiary

by Tire Review Staff - July 12, 2016

Groupe Touchette Inc. has entered into an agreement to purchase Dealer Tire Canada. As part of the deal Groupe Tochette will use the Dealer Tire model, offering dedicated merchandising, marketing, and tire wholesale services for the Canadian car dealer channel.

Additionally, Dealer Tire and Groupe Touchette have entered into a long-term Technology and Service agreement in which the companies will partner to support current Dealer Tire Canada OEM programs.

"We are very excited about our collaborative agreement with Groupe Touchette," said Scott Mueller, CEO of Dealer Tire LLC. "We were thoughtful in choosing a partner that we believed would continue to provide superior service to our OEM and dealer customers while also having a similar culture where our employees would continue to thrive."

The transaction is expected to close Aug. 31, 2016. Terms of the acquisition have not been disclosed.

Retreading Pioneer 'Gus' Hawkinson Dies

by Tire Review Staff - July 12, 2016

Thirty-year tire and retreading industry veteran Raymond Paul Hawkinson Jr., known as "Gus" to those in the industry, died on July 10. He was 71.

Hawkinson had been ill for some time and suffered a severe stroke 10 days prior to his passing.

Hawkinson was born on April 6, 1945, in Ogden, Utah, and raised in Minneapolis, Minn., where he grew up in the tire industry. After high school he attended Mankato State University.

Treadlines

cont'd from page 9

Hawkinson worked as president and CEO of the Paul E. Hawkinson Co., his family's business that manufactured tire retreading equipment systems.

"Family was so important to Gus, and he was proud of his Swedish Heritage... He was a cheerful, friendly and hospitable man; he enjoyed traveling around the world, especially to London, and loved a good dinner out with friends," Hawkinson's brother Dr. John Hawkinson said.

Hawkinson became a pioneer in the tire retreading industry and was primarily responsible for developing the non-destructive testing industry standards, with his initial patent issued in 1981. Hawkinson was a long-time board member of the Tire Industry Association's (TIA) and its predecessors, the America Retreaders Association (ARA) and the International Tire and Rubber Association (ITRA). He was inducted into the TIA Hall of Fame in 2010 for his contributions to retreading and the industry.

"I've known Gus for more than 30 years and you'll never meet anyone more passionate about supporting the independent retreader," said Roy Littlefield, TIA executive vice president. "Whenever we had a retread issue on Capitol Hill, he was the first one to lead the charge in defense of retreading. His service to the retread industry as an ARA and ITRA board member was invaluable to the membership and as an innovator, his non-destructive testing methods are still being used to this day. Ray's 2010 induction into the Hall of Fame was well deserved and he will be remembered as a retread industry great and active board member."

After his retirement Hawkinson lived in Las Vegas and served as a consultant to the tire industry.

Network Expands Its Reach in Canada

The Automotive Distribution Network continues to expand throughout North America with the recent signing of

Toronto, Ontario-based Avenue Motor Works Inc. into membership under the Auto Pride brand.

"Avenue Motor Works is a first-rate, family-owned operation and a welcome addition to the Network as an Auto Pride member," says Cora Roark, director of Auto Pride. "This latest signing extends the Auto Pride footprint through upper Toronto and the surrounding areas."

Founded with a single location in Toronto in 1993 by John Bosschaert, Avenue Motor Works has expanded to more than 40,000 square feet of warehouse space with six distribution and retail locations in Barrie, Bradford, Newmarket, Orangeville, Stouffville, and Woodbridge, Ontario.

"Together with Auto Pride, Avenue Motor Products will be adding several high-quality, prominent lines from the United States in the near future as we continue to expand and strive to provide superior service," says Deanna Bosschaert-Gruhl, chief financial officer and manager of promotions/special events. "Auto Pride and the Network have an excellent reputation as a buying group, and we're looking forward to years of success together."

PLOMBCO PARTNERS WITH THE



NHRA

The Gray Motorsports team (Photo: Plombco)

Plombco has become the "Official Wheel Balancing Weight" of Gray Motorsports, and sponsor of pro stock competitor, Shane Gray.

Wheel balancing weights manufacturer, Plombco, is proud to announce their sponsorship of Gray Motorsports and NHRA Pro Stock driver Shane Gray.

"It's great to welcome Plombco to the Gray Motorsports team," said Shane Gray. "As we continue to find more performance, keeping our race tires balanced is vital to the performance and the Plombco adhesive wheel weights definitely do the trick."

Green Arc Gives up on St. Marys

Green Arc, which had announced plans for a recycling plant employing more than 300, says it has given up on the Perth County town

The Green Arc saga has finally come to an end in St. Marys.

Nearly three years after announcing it wanted to open a tire recycling plant in the former Dana plant and hire more than 300, chief operating officer Mike DiCenzo said they have pulled out.

Its end comes amid controversy as DiCenzo accused the municipality of "roadblocks" while the town mayor said his government never received applications for permits.

"We have never had any plans submitted, I have no idea what he is talking about," St. Marys Mayor Al Strathdee said Monday of DiCenzo.

"There are all sorts of red flags there." DiCenzo cited delays with the municipality over 16 months and said he decided to move on. He hopes to locate now in Strathroy, he said.

"I was not aware at the time of all the delays there would be around this issue," he said. "I wanted to create those jobs I promised. Now I don't want to be there, I don't want to fight" the local government.

But Strathdee dismissed notions of any fight or delays, saying there was never any business plan put forward to block. "I wish I had the kind of power he is suggesting I have," said Strathdee.

"We don't have the power to stop him. He has never submitted anything to us. Never a permit, not one."

Green Arc would have needed a build-
cont'd on page 19

Focused on Quality
Driven by Excellence



Tire and Wheel Service Solutions



Call 1-800-268-6311 for your local distributor
or visit www.premacanada.ca



EMTERRA Tire Recycling

Thinking innovatively
Transforming waste to resources



We recover and recycle each tire creating zero emissions during the process.



The Emterra Difference:

- OTS Collector Claims Assistance available to all customers
- Scheduled or on-call pickup service based on your needs
- Secure & attractive steel tire storage containers for your facility
- Your tire collections and EmterraPoints^(TM) are available on our website 24/7
- Earn EmterraPoints^(TM) on each pickup

100 % Canadian Owned

1-866-498-0339
www.emterra.ca

FUNDRAISER CHARITY SUCCESS



Hole in One Warden



Missed it by That Much



Organizing Committee



Peter Labrecque of Provincial has the winning bid for the aligner generously donated by Hunter Engineering

Thanks to Sponsors of OTDA Fundraiser and Charity Golf Classic

Platinum Sponsors

Bridgestone Canada
Federated Insurance
Kal Tire
Westlake Tires

Gold Sponsors

Atlas Tire
Counteract Balancing Beads
DT Tire
Emterra Tire Recycling
Liberty Tire Recycling
Macpek
Odessa Canada
Ontario Tire Stewardship
Retire Your Tire
Robert Thibert Inc.
Tirecraft
Tiremaster
Yokohama

Silver Sponsors

Dill Air Controls
Toyo Tire Canada Inc.

Bronze Sponsors

Falken Tire
Frisby Tire
Hunter Engineering
London Tire
National Tire Distributors
Pirelli Tire Inc.
Remco Tire Distributors
Superior Tire & Auto
Tire Country

Golf Cart Sponsors

Canada Tire Supply
Dynamic Tire
Tire & Rubber Association of
Canada

Gold + Sponsor - Michelin

Program Printing

Sponsored by Nethercott
Press

CARLISLE

We Offer a Complete Line of Specialty Tires.

A Broad Selection of Carlisle Specialty Tires for Outdoor Power Equipment, Golf, ATV/UTV, Agriculture, Construction, Industrial, Lawn, Garden, Turf Care and Maintenance.



ATV/UTV Tires

Lawn, Garden and Golf Tires

Construction Tires



Skid Steer Tires

Trailer Tires

Agriculture Tires



THE CARLSTAR GROUP

WestLake Tires - built for every road.



Truck & Bus Radial

CR960

WestLake CR960 - All Steel Truck & Bus Radials

01. Straight simple rib pattern improves even wearing and efficient water evacuation.
02. Wider tread spreads load over a larger area, promoting long, even wear in steer and free rolling wheel position.
03. Decoupling tread design suitable for long distance traveling.



Truck & Bus Radial

CM980

WestLake CM980 - All Steel Truck & Bus Radials

01. Wide and deep tread enhances cost per mileage on highways applications.
02. Aggressive traction blocks help to increase traction and stability on wet roads.
03. Strong open shoulder for more stable and powerful traction.



Truck & Bus Radial

CR976

WestLake CR976 - All Steel Truck & Bus Radials

01. Unique pattern design of streamlined lateral crossed grooves and tiny zigzag sipes provide optimal handling.
02. Less noise and better ride comfort is profited from optimized distribution of multi-pitch supplemented with slanted stripes.
03. Excellent steering performance on dry and rain roads with enhanced turning traction.

WEST LAKE TIRES®

Car & Minivan

Winter Tires

High Performance

SUV & Crossover

Light Truck Radials

Bus & Truck Tires

All Steel Truck & Bus Radials

All Steel OTR Tires

OTR Tires

Commercial

Skidsteer

Solid

Agricultural

Industrial

Trailer Tires

www.WESTLAKETIRE.ca

67 Passenger Coach with cargo, Toronto to Montreal, 542.4 km, 6 hours and 14 minutes.



CR976A



Bus & Coach Driver
Checklist

Less noise for a more comfortable ride
Enhanced steering on dry or wet roads
Prominent anti-hydroplaning function

Tractor Semitrailer carrying 46,500 kg, Ottawa to Pittsburgh, 869 km, 10 hours and 4 minutes.



CR960



Transport Truck Driver
Checklist

Superior abrasion resistance
Heavy load capacity capability
Great turning traction and stiffness

Oil Tanker Truck with 34,500 L of fuel, Edmonton to Seattle, 1274 km, 15 hours and 48 minutes.



CM980



Tanker Truck Driver
Checklist

Excellent steering and traction
Superior abrasion resistance
Optimal handling and performance



Commercial Tire Checklist

Commercial drivers have a different checklist when it comes to their tires. WestLake builds tires that are specific to the task. Only the highest quality materials and pattern designs go into our All Steel Truck & Bus Radial tires.

QUÉ-MONT

LES ÉQUIPEMENTS QUÉ-MONT • QUE-MONT EQUIPMENT

ask for our catalog or visit our web site
www.queмонт.com

Need something?

We have it! We ship the same day!

Member **ASCOT**
Tire Association

At your Service
Since 1981

With our inventory of more than 4,000 articles, tools and equipment, we can supply tire service centers and retreaders with everything they need! We hold the largest inventory of Rema Tip-Top accessories and repair materials in Canada. Valves of all categories for cars, trucks, tractors and civil equipment engineering. We also have jacks, pneumatic and hydraulic tools.

7475, boul. Thimens Saint-Laurent (Québec) H4S 2A2
(T) 514.331.0302 (F) 514.745.3109
info@quemont.com

CONTACT US / SUBMISSION
1 800 361-1932

5000 ITEMS



Treadlines

cont'd from page 10

ing permit and another for a new fire suppression system, but neither were applied for.

DiCenzo isn't new to controversy. His failed business ventures in Brantford and Nova Scotia, and millions of dollars in taxpayer support paid him, were the subject of a CBC 5th Estate investigation that can be found on YouTube.

The Ontario Environment Ministry approved his application to start production in July 2015 in St. Marys, and Strathdee said they heard nothing from the business after that.

The former Dana auto parts plant is now home to former Stratford business Guardian Bridge Rapid Construction Inc., which makes pre-fabrication homes and bridges.

"It's a terrific, family-run business," said Strathdee of the new venture which is still moving from the former Stratford home it outgrew.

"One of the reasons they came here was for the rail spur into that plant. The reality is St. Marys is a good place to do business."

Bridge had 25,000 square feet in Stratford and it now has 135,000 square feet in St. Marys.

The company will ship ready-to-assemble houses to Saskatchewan, all by rail. The homes will be shipped to indigenous communities to address a housing crisis. Guardian also makes prefabricated bridges and other building products.

DiCenzo announced in November 2013 he wanted to open a \$37-million tire recycling facility in the plant, employing 340. The plant would have stripped old treads off worn tires and retread them for sale at discount rates.

2016 Symposium: Driving Towards the Circular Economy

The 'circular economy' is no longer just a buzz word of environmentalists or

futurists –it is now an industrial imperative; and no material is better suited to lead this charge than rubber. That will not be a surprise to many within the industry who know the science and wondrous polymeric properties of this extraordinary material, and yet if we are honest with ourselves, have we really utilized post-consumer rubber, more specifically tire rubber to its best use? More importantly, and for the purposes of this Symposium, we will explore both the obstacles to full resource recovery and the innovations that give us hope for the circular economy.

Our 2016 Rubber Recycling Symposium will be held from October 5th through 7th at the Crowne Plaza Hotel in Niagara Falls, Canada.

For more information, visit rubberassociation.ca

Global Tire Expo



SAVE THE DATE!

Global Tire Expo

Tuesday - Friday, November 1-4, 2016 at SEMA

OTR Conference Registration is Open

Bowie, Md. – The Tire Industry Association (TIA) is pleased to announce that registration is now open for the 2017 Off-the-Road (OTR) Tire Conference which will be held February 15-18 at Turtle Bay Resort in Oahu, Hawaii. The conference is the premier event for the off-the-road segment of the tire industry.

The OTR Conference will offer educational sessions, networking functions featuring sponsored tabletop displays, and a number of leisure program options including golf at Turtle Bay Palmer Course, an ATV adventure, a visit to Ka'a'awa Valley known as

Hollywood's "Hawaii Backlot", a catamaran tour of Kaneohe Bay or a visit to the Polynesian Cultural Center.

Delegate registration fee includes all scheduled events and meal functions, excluding leisure activities and is \$425 for TIA members and \$725 for non-members. Delegates must complete conference registration with payment in order to receive the hotel reservation link to secure lodging at Turtle Bay Resort. Registration forms are available at www.tireindustry.org.

TIA Adopts New Mission Statement

Bowie, Md. – At the recently held mid-year Board Meeting, the Tire Industry Association (TIA) Board of Directors voted to adopt a new mission statement that more accurately represents the focus of the Association's efforts. Over the past few years, TIA has placed a lot of emphasis on training and education programs as well as the longstanding government affairs component that serves as the voice of the membership. By adopting the new mission statement, the Board believes that TIA will have an even more clear direction moving forward:

The mission of TIA is to promote tire safety through training and education, to act as the principal advocate in government affairs, and to enhance the image and professionalism of the industry so that our member businesses may be more successful.

"We have achieved phenomenal growth over the past few years due to the success of our members, so the updated mission statement definitely reflects our identity as an organization," remarked Roy Littlefield, TIA Executive Vice President. "Training and government affairs have always been our strengths and our most valued member services, but we recognize that the challenges facing our members require additional support to help the public understand the roles that the industry plays in society and the workforce."

7 Apps to Help You Work Smarter

by **Mauro Di Tullio, SENIOR ACCOUNT REPRESENTATIVE, ASSOCIATIONS** | www.federated.ca



Mauro Di Tullio
mauro.ditullio@federated.ca

© Federated Insurance Company of Canada.
All rights reserved.

This document is provided by Federated Insurance Company of Canada ("Federated") for informational purposes only to augment your own internal safety, compliance and risk management practices, and is not intended as a substitute for assessment or other professional advice by a qualified person or entity. Federated makes no representations or warranties regarding the accuracy or completeness of the information contained in this document. Federated shall not be responsible in any manner for any loss, or any direct, indirect, consequential, special, punitive or other damages, arising out of your, or any other person's, use or reliance on the information contained in this document.

Between meetings, conference calls and dealing with the unexpected, staying on top of your weekly work load can be a difficult task at times. This is especially true today as our computers, smartphones and tablets demand more of our attention and easily distract us from the task at hand. Making your smartphone or tablet a tool for you to work better and smarter can be your key to success in 2016.

There's an incredible amount of apps available for every platform and it can be overwhelming to search an online store to find the right type of app that you are looking for. Below we have outlined a number of different apps that can help you be better organized, more productive, work faster and work happier:

1. Wunderlist

Wunderlist is a great way to keep track of your work because it easily allows you to set up and organize daily and weekly to-do lists. Whether you are using it to keep track of all of your work, or to assign work to other members in a team, it is really helpful and easy-to-use. Wunderlist can be accessed through PC and mobile.

2. Office for Mobile

There are lots of different apps that offer similar packages to Microsoft Office: spreadsheets, word processing, presentations and e-mail. Since Office is a necessity for most office workers, using the mobile version to complement your desktop version makes the most sense. Having the ability to edit and create file on-the-go is a huge benefit.

3. Evernote

Evernote is one of the most popular apps around when it comes to easily taking

notes, photos or audio files. It allows you to upload them to a cross-platform service that can be accessed from nearly anywhere.

4. Last pass

One of the most frustrating aspects of having every service at your fingertip is the need to create and remember dozens of different passwords. Last pass solves this by saving your passwords, auto-filling boxes and generating passwords.

5. Dropbox

Dropbox is the original app-based cloud storage company and their app is extremely popular with business and personal users. Dropbox isn't all about storage; it's also one of the easiest ways to send large files that won't fit into an e-mail attachment.

6. Pocket

Pocket lets you save articles, pictures and videos so they can be viewed off-line at a later time. Staying current on industry trends and news can be difficult, as we don't always have time to read something valuable when we see it. Putting all that information in your pocket app ensures you can stay informed on your own time.

7. Bloom

Creating a work/life balance is important and Bloom is the type of app that caters to that need. Bloom allows you to keep track of what motivates or inspires you, set reminders to help you take small steps, and share them with friends. The above list is just some suggestions from us to help you stay productive. If some of the apps didn't feel right for you, it's worthwhile to explore a different app that performs similar tasks. Depending on your needs and your budget, there is truly an app for everyone.

OTDA / TIA AUTOMOTIVE TIRE SERVICE (ATS) CERTIFICATION

Two Day ATS Technicians Course

OTDA offers TIA certification course Automotive Tire Service (ATS)
Saturday October 22 & Sunday October 23, 2016
8:30 am to 4:30 pm

Algonquin College
1385 Woodroffe Ave, Ottawa, ON K2G 1V8

The cost is \$395.00 per student.

For registration call or email bbignell@otda.com, 888-207-9059 or Fax Back to 866-375-6832

Contact: _____ email: _____ Participant: _____

Company: _____ Phone: _____ Fax: _____

Street: _____ City: _____ Prov: _____ PC _____

ATS Course Outline

Instructor Certification – **Certified Automotive Tire Service (ATS)** provides in-depth and comprehensive instruction on the recommended procedures for servicing modern automobiles and light trucks. Certified ATS is designed for the professional passenger and light truck tire technician so the subjects range from the relationship between torque and clamping force to the TPMS relearn procedures on domestic and import vehicles. Certified ATS also includes an exclusive module on Tire Conditions Analysis that uses images from TIA's Passenger and Light Truck Tire Conditions Manual to educate technicians on the most likely reasons for common irregular treadwear patterns.

Tech Authorized Distributors... Proudly Serving Canada!

The Tech distributors below are authorized by Tech to sell our products in Canada. We encourage all Tech customers in Canada to purchase Tech products only from the Authorized Tech Distributors below. We sincerely appreciate your continued business!



B-Line

780-458-7619
Manitoba, Saskatchewan,
Alberta, British Columbia,
NW Territory

Fat Guys Auto Parts

807-627-1148
Northwest Ontario

B.B. Distributors/Tech Supply of Muskoka

705-321-7362
Barrie, Georgian Bay, Orillia,
Parry Sound, Muskoka,
North Bay, Sudbury,
Northeast Ontario

Tech GTA Tire Supplies

416-254-5110
Mississauga, Toronto West,
North York, Vaughn, Toronto
East, Newmarket, Scarborough,
Richmond Hill, Thornhill, Aurora,
Markham

Camne Supplies, Inc.

519-443-0707
Brantford, Simcoe,
Woodstock

Max Tire Supplies, Inc.

Keith: 519-496-6543
Mike: 519-635-0905
Kitchener, Waterloo,
Cambridge,
Owen Sound Region,
Southwest Ontario,
Windsor, Sarnia,
Chatham, London,
Goderich, Tilsonburg

Tech Niagara

905-658-2128
Hamilton,
Niagara Peninsula

Anderson Courier, Inc.

519-589-7536
Oakville, Brampton,
Burlington

KLN Sales, Ltd.

1-877-431-4784
705-359-1244
Durham, Northumberland,
Peterborough,
Kawartha Lake, Hailburton

T.T. Rubber Distributors, Inc.

613-286-1004
819-457-2016
Colborne, Bancroft,
Deep River, Pembroke,
Ottawa Area, Cornwall,
Brockville, Kingston,
Napanee, Belleville,
Trenton, Smiths Falls, Perth

MGE Tire Supplies

613-266-1301
Ottawa

B-Line East

514-357-3000
Quebec

Gap Auto Supply

800-268-9498
Northern Nova Scotia,
Newfoundland, Labrador,
New Brunswick, P.E.I.

Central Tire Service, Ltd.

902-369-2115
Southern Nova Scotia

BUSINESS OPPORTUNITY

Own your own tire related products business. Become part of a successful organization and start your own business today. If you want to own your own business, set your own work schedule, sell products to automotive and tire businesses while making lots of new friends, this business may be for you. Territories are available now. Please contact Anil Khanna (Tech Regional Manager) via e-mail at akhanna@tech-international.com or call him at 647-526-0843 for more details.



TRUST TECH

For more information, contact your Tech International representative.
Tech International, P.O. Box 486, Johnstown, Ohio 43031 USA
1-800-705-2206 • 1-740-967-9015 • Fax: 740-967-3697 • www.tech-international.com

By popular demand,
 **TDA Winter Conference 2017 is CRUISING!**

Now is your chance to enjoy Royal Caribbean's, Jewel of the Seas

Sunday January 8, 2017
7 night Southern Caribbean Cruise



**Don't miss this exciting opportunity to network with
dealers & suppliers in a breathtaking casual atmosphere.**

Departing San Juan, Puerto Rico,
right in the heart of the fun and sun!

Immerse yourself in exotic ports of call that include
St Croix, St. Maarten, Dominica, Barbados & Grenada.

To reserve your spot today contact

Rose Warnica at TravelOnly

E: rose@shipsortrips.com

P: 905 632.3404

Superior Balcony stateroom, Cat D2, from \$1457 per person,
based on double occupancy, tax/port fees included.
Flights additional.

Don't be disappointed, call now!

COMMENT: So... where's The Business?

Take a look at who's doing tire sales, repair, and maintenance in Canada.



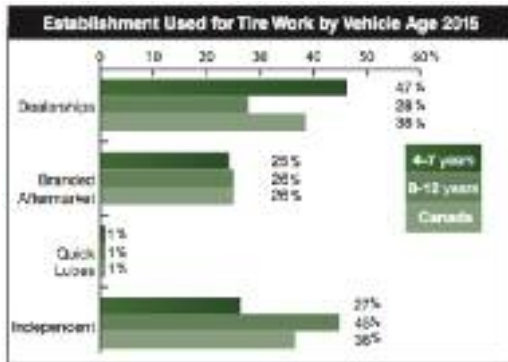
Tire Replacement

	West	Central	East	Canada
Dealerships	48%	39%	50%	38%
Branded Aftermarket	32%	28%	21%	26%
Quick Lubes	1%	2%	1%	1%
Independent Repair Shops	21%	31%	47%	36%

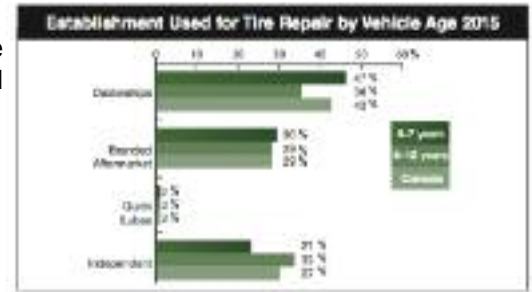
Tire sales is a service category that has become increasingly complex, with the growing proportion of vehicles in operation being equipped with tire pressure monitoring systems, larger wheel sizes, and the growing recognition in some regions of the need for winter tires.

As the second most frequently sought-after service, this competitive market sees dealerships leading with a 38% share – although that's down eight points from last year. Branded aftermarket shops have gained three points, climbing to 26% in 2015. Independent repair shops are closing in on the dealerships with an increase of six points to 36% in 2015. Clearly, there is a lot of tough competition for market share in this category.

With an overall share of 47% in 2015, dealership market share for tire replacement in the four- to seven-year-old vehicle category decreased a whopping seven points from 54% in 2014. In the eight- to 12-year-old vehicle category, dealerships remained steady at 28. Branded aftermarket shops saw a decrease in the eight- to 12-year-old vehicle category (going to 26% in 2015 from 29% in 2014), but saw an increase in the four- to seven-year-old vehicle category, going to 25% in 2015 from 21%



in 2014. Quick lube shops hold steady at 1%.



Tire Repair

Dealerships have the lion's share of the tire repair market with 41%, followed by the branded aftermarket with 29%. Independent repair shops have 27% market share and quick lube shops have about 2% market share.

In the four- to seven-year-old vehicle category, dealerships have 47% of the market, and the branded aftermarket has 30% of the market. Independent repair shops hold just 21% market share, and quick lube shops hold 2% of this category. In the eight- to 12-year-old vehicle category, the gap is much smaller between independent repair shops and dealerships: Independent shops hold 33% market share and dealerships hold 36%.

	West	Central	East	Canada
Dealerships	57%	50%	41%	49%
Branded Aftermarket	21%	18%	19%	19%
Quick Lubes	3%	3%	1%	2%
Independent Repair Shops	20%	26%	39%	28%

Tire Maintenance

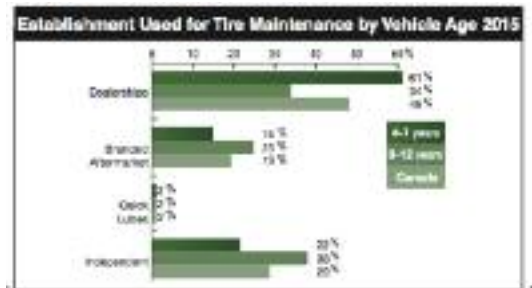
Dealerships come out on top in this category with 49% of the market. Independent repair shops come in second with 29%, and the branded aftermarket has 19% market share. Quick lube shops hold only 2% of this market.

In the eight- to 12-year-old vehicle category, independent repair shops come out on top with 38% of the market, while dealerships hold 34% of the market, and branded aftermarket has 25% of this category. Quick lube shops have just 2%.

With an overall share of 47% in 2015, dealership market share for tire replacement in the four- to seven-year-old vehicle category decreased a whopping seven points from 54% in 2014. In the eight- to 12-year-old vehicle category, dealerships remained steady at 28. Branded aftermarket shops saw a decrease in the eight- to 12-year-old vehicle category (going to 26% in 2015 from 29% in 2014), but saw an increase in the four- to seven-year-old vehicle category, going to 25% in 2015 from 21%

	West	Central	East	Canada
Dealerships	48%	41%	39%	41%
Branded Aftermarket	32%	24%	21%	26%
Quick Lubes	3%	3%	1%	2%
Independent Repair Shops	15%	32%	33%	27%

With an overall share of 47% in 2015, dealership market share for tire replacement in the four- to seven-year-old vehicle category decreased a whopping seven points from 54% in 2014. In the eight- to 12-year-old vehicle category, dealerships remained steady at 28. Branded aftermarket shops saw a decrease in the eight- to 12-year-old vehicle category (going to 26% in 2015 from 29% in 2014), but saw an increase in the four- to seven-year-old vehicle category, going to 25% in 2015 from 21%



Data and analysis supplied by J.D. Power & Associates.

BRIDGESTONE
DRIVEGUARD

Drive Up To 80 Kilometers* After A Puncture.

(Yes, even from a razor-sharp arrow).




BRIDGESTONE

*Up to 80 kilometers at up to 80 km/h. Responsibility of
Driver's safe depends on the tire damage, corner of
pressure bar, and other operating conditions. Contact
Bridgestone Retailer for details.

**TAKE THE
DIRECT ROUTE
TO EFFICIENCY**



There is no two ways about it. We sell the products that we make and we stand by them. As a result, you get better service and much better prices on professional tire handling equipment. Forget the middleman. Give us a call and we'll help you move some rubber.

MARTINS
INDUSTRIES

**TIRE EQUIPMENT
MANUFACTURER**

MARTINSINDUSTRIES.COM

Memphis, USA Montreal, Canada Sydney, Australia

1.866.409.RACK

WHMIS 2015 - Education and Training

Important Information

Canada has aligned the Workplace Hazardous Materials Information System (WHMIS) with the Globally Harmonized System of Classification and Labelling of Chemicals (GHS).

This document discusses the WHMIS requirements after the alignment of WHMIS with the GHS. Information in this document is based on the federal legislation - the amended Hazardous Products Act and the new Hazardous Products Regulations (HPR).

Health Canada is the government body responsible for making the required changes to the overall federal WHMIS-related laws. Note that WHMIS-related occupational health and safety regulations for the provinces, territories and federally regulated workplaces will also require updating.

While much is known with the federal legislation updates, legislative updates for each provincial or territorial jurisdiction may affect some of the information in this document.

The WHMIS 2015 legislation is currently in force. "In force" means that suppliers may begin to use and follow the new requirements for labels and safety data sheets (SDSs) for hazardous products sold, distributed, or imported into Canada. However, there is a transition period with various stages. At the outset of the transition period, the supplier must fully comply with either the repealed Controlled Products Regulations (WHMIS 1988) or the HPR (WHMIS 2015) for a specific controlled or hazardous product. The classification, label and (material) SDS must comply fully with the specific regulation chosen by the supplier, and not be a combination of the two.

Is there a difference between education and training for WHMIS 2015?

Yes. Education and training can be thought of as two separate parts.

- **Education** refers to general or portable information such as how WHMIS works and the hazards of the products. For example, you will learn about the hazard classes (e.g., why a product is called a corrosive, and what information you can find on labels and SDSs).
- **Training** refers to the site- and job-specific information to employees that will cover your workplace's procedures for storage, handling, use, disposal, emergencies, spills, and what to do in unusual situations.

Who should receive this education and training?

In Canada, if a workplace uses hazardous products, there must be a WHMIS program in place. Workers must be educated and trained so they understand the hazards, and know how to work safely with hazardous products.

All workers who work with a hazardous product, or who may be exposed to a hazardous product as part of their work activities must learn about the hazard information for these products. The hazard information should include the information received from the supplier, as well as any other information that the employer is aware of about the use, storage and handling of each product.

As an example, this education and training will include all workers who:

- May be exposed to a hazardous product due to their work activities (including normal use, maintenance activities, or emergencies).
- Use, store, handle or dispose of a hazardous product.
- Supervise or manage workers who may be exposed, or use, store, handle or dispose of a hazardous product.
- Are involved in emergency response.

What topics should be covered?

Examples of topics that should be covered during education and training include:

- The information on both the supplier label and workplace label, and what that information means.
- The information on the Safety Data Sheet (SDS) and what that information means.
- The procedures required for safe use, handling and disposal of a hazardous product.
- Any other procedures required when the product is in a pipe, piping system, vessel, tank car, etc.
- The procedure to follow if the hazardous product may be present in the air and a worker may be exposed.
- All procedures that must be followed in an emergency that involves the hazardous product.

When should I begin education and training programs for WHMIS 2015?

The Hazardous Products Regulations were published in Canada Gazette, Part II on February 11, 2015. Both the amended Hazardous Products Act and new regulations are currently in force. "In force" means that suppliers may begin to use and follow the new requirements for labels and SDSs for hazardous products sold, distributed, or imported into Canada.

As such, you may begin to see hazardous products that follow WHMIS 2015 requirements. During the transition period, you may receive hazardous products that follow either WHMIS 1988 or WHMIS 2015 requirements. To ensure worker protection, employers must educate and train workers about WHMIS 2015 as new labels and SDSs appear in their workplaces. During the transition period, employers may continue to have WHMIS 1988 labels and MSDSs in the workplace – if so, they must also continue to educate workers about WHMIS 1988. Employers must review and comply with the WHMIS requirements of their occupational health and safety jurisdiction.

Note that education and training requirements fall under the WHMIS-related occupational health and safety regulations for the provinces, territories and federally regulated workplaces. These laws are currently being updated. Consult your local jurisdiction for information on specific requirements and transition timelines.

Will there be a need to provide education and training in both old WHMIS 1988 and WHMIS 2015?

Yes. Keep in mind that education and training on the 'old' WHMIS 1988 system will be necessary for as long as workplace products have 'old' WHMIS style labels and MSDSs – for example, until the product is re-labelled or existing stock is used up. This situation will exist until the transition to WHMIS 2015 is complete.

What are the employer duties?

All Canadian jurisdictions currently require that employers develop, implement, and maintain a worker WHMIS education and training program. This education and training is required for hazardous products workers work with, or for products that workers may be exposed to at work. These requirements do not change with WHMIS 2015.

The employer has the general responsibility to provide all of the hazard information possible either from the supplier, or based on information the employer is, or ought, to be aware of.

Employers are also expected to consult with the health and safety committee (or representative) when developing, implementing or reviewing the education and training programs.

TOYO TIRES

A Higher Degree Of Safety



FREESTYLE
SKI
ACROBATIQUE
PROUD SPONSOR

Introducing **CELSIUS** **CELSIUS CUV**

An all weather tire, great for summer but ready for winter.

The Toyo CELSIUS and Celsius CUV are designed to give drivers better traction and safety when they need it most. Providing better ice and snow traction than a typical all-season tire while offering a comfortable ride on dry roads. The Toyo Celsius gives drivers who don't switch to winter tires a "higher degree of safety". They are also great for regions with unexpected weather conditions during shoulder seasons.



Find out more at toyotires.ca, or contact a TOYO TIRE Regional manager for details at 877-682-TOYO.

toyotires.ca



TOYO TIRES
driven to perform

In addition, the employer must review their overall WHMIS education and training program, at least annually or more often if there is a change in work conditions, hazard information or similar. This review should be done in consultation with the health and safety committee or representative.

Refresher education and training is generally required:

- As needed to protect the worker's health and safety.
- If conditions of the workplace have changed.
- If new products are introduced.
- If the products have changed and now have different hazards.
- When new hazard information becomes available.
- If there is new information about safe use, handling, storage or disposal.

It is possible that some provinces or territories may add a requirement which includes that employers must periodically evaluate workers knowledge using written tests, practical demonstrations or other means. Confirm these details with your local jurisdiction.

What are the worker duties?

Workers must participate in the education and training sessions, and follow the safe work procedures established by their employer.

Briefly, what does successful education and training look like?

Workers should be able to answer these questions for every hazardous product they work with:

- What are the hazards of the product?
- How do I protect myself from those hazards?
- What do I do in case of an emergency?
- Where can I get further information?

Who should provide the education and training?

The legislation places the obligation for education and training with the employer, and it outlines the minimum requirements for education and training. This education and training may be provided by the employer, or by a qualified person or agency that the employer has chosen. Regardless of who delivers the education and training, employers remain legally responsible to ensure the protection of workers.

I received a call from a training agency stating that, for a fee, they will provide WHMIS training as required by law and have also stated that we are not currently in compliance with WHMIS. Are we obligated to follow their program?

Some jurisdictions have reported that employers have been contacted by external companies that use high-pressure sales tactics. Notices from these jurisdictions remind employers that they have a choice when deciding on an external training provider. The goal is to provide education and training that suits both the general education and work-site specific training information you need for hazardous products and the procedures used at your workplace.

What sets us *apart?*

PHONE

Easy to reach and ready to help.

HEART

Embraces our values of respect, passion and excellence.

FEET

Always responsive to your needs.

MIND

Getting the best value for customers is always top of mind.

WATCH

Takes the time to know your business.

BRIEFCASE

Customized insurance solutions.



Put a Federated Insurance Commercial Insurance Specialist to work for you today.

Visit us at www.federated.ca



EXCELLENCE IN WHEEL SERVICE

Hofmann has been a partner to automotive garages and tire shops for decades. For more than 80 years our name has been synonymous for delivering precision, quality and innovative garage equipment. It is our goal to provide the latest technology and user-friendly features to meet the needs of automotive service professionals.

PRODUCT



MODEL

GEODYNA®
8250P

MONTY®
8100s

GEOLINER®
790

POWER LOCKING
14K LIFT

PREMIUM WHEEL SERVICE EQUIPMENT

HOFMANN®



800.362.4608 | www.hofmann.ca